

ChapterLetter of the Boston Society of Architects
A Resilient Chapter of the American
Institute of Architects



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BTA's work at home and abroad

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photo: Carlos Dinez Associates



photo: Steve Rosenthal

The work of Benjamin Thompson & Associates is, of course, legendary in this country and the firm's reputation has spread abroad as well. In this month's BSA Lecture, principals of Benjamin Thompson & Associates talk about the firm's work in the U.S. (Chicago's Navy Pier, top, for example) and elsewhere (Dublin's Custom

House Docks project, above, is an example). The Benjamin Thompson & Associates' presentation is on May 15 and begins at 5:30 pm with a reception at the BAC, 320 Newbury Street, Boston. There is no charge for BSA members; non-members pay \$7 or may join the BSA at the door.

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DiMambro takes your breath away

Antonio DiMambro AIA, founding principal of Comunitas and two-time Boston Visions Competition winner, brings his current work to this month's edition of "Conversations". DiMambro's often visionary work will be the object of professional critiques this month by the architect's peers, among whom are Boston's most intellectually penetrating and clearly best-dressed architects.

Conceived and hosted by former BSA President Peter Forbes FAIA, "Conversations" has proved to be intellectually sustaining and socially exuberant at the same time. . . and it is also, of course, an excellent dinner linked to provocative design discussion. DiMambro's presentation is on May 23 and begins at 6 pm, in The Salon of The Architects Building, 52 Broad Street, Boston (black-tie optional). The reservation deadline for this month's civilized and trenchant skewering is May 22 at 3:15 pm. Telephone reservations may be charged (Visa/MC/AmEx) by calling 800-662-1235 or 617-951-1433 or by faxing your credit-card reservation to 617-951-0845 (\$65; \$55 for BSA/AIA members).

Ed. note: "Conversations" Chairman Forbes has a double treat in store for architects this month. There is a second, special edition of "Conversations" on May 30. See the story on this one elsewhere in this issue.

Jack Wofford and Scheme Z drop by for pizza

Scheme Z mediator Jack Wofford comes to The Architects Building this month to talk informally with architects about the alternatives to and modifications of Scheme Z now being considered by the Central Artery brains trust. Wofford, a professional mediator and conflict management consultant, is charged with managing the resolution of this controversial Artery issue.

The evening with Jack Wofford on May 21 is part of the provocative BSA series, "Points of View." This monthly program, co-sponsored by A.J. Martini, Inc., the Malden general contractors, is designed to broaden architects' perspectives by bringing professionals in other disciplines

to the BSA to share their views of New England's future.

Points of View

This month's session with Jack Wofford begins at 6 pm on May 21 with soft drinks, beer and pizza followed by a brief presentation and informal discussion. The cost is \$10 per person (BSA members only). BSA members may reserve a space for the evening by calling or writing the BSA so that reservations are received no later than May 20; paid reservations may be mailed to the BSA, 52 Broad Street, Boston 02109.

Last one on the green loses

June 3 is the incredibly gorgeous, sunny, cloudless day on which the BSA's Third Annual Golf Tournament takes place. There is no evidence yet that the major networks are planning to broadcast this extraordinary event but there is plenty of evidence that the hills and valleys will be filled with the sound of building industry professionals at play.



BSA Tournament regular John Kavanagh of William A. Berry & Sons, often a Tournament co-sponsor, is already practicing his swing.

The deadline to register for this once-a-year exercise in physical fitness and client-research is May 15. To be sure you are part of this event, complete and return the registration form inserted in this issue of the ChapterLetter. If you would like to be a sponsor of this year's tournament or if you have other questions, call Alexandra Lee at 617-951-1433.

"Taking Care of Business" is focus of May workshops at BSA

Client relationships, negotiating service agreements, marketing in a recessionary economy, case studies of liability claims, joint venture issues, architects and politics and stress management are among the critical issues addressed this month in a series of half-day BSA workshops designed to help the profession address several crucial issues related to the current economic climate. The sessions are scheduled as follows:

May 13: Professional Service Agreements with Charles Heuer, Esq. and Tim Twomey, Esq.

May 20: The New Massachusetts Building Code with Peter DiMatteo and David Macartney

May 23: Marketing Your Services in a Slow Economy with Randy Anagnostis

May 24: Case Studies of Design Liability Claims with David Hatem, Esq., Chris Poole, and James Raymond

May 28: Joint Ventures with Stanley Martin, Esq., and Michael Hass AIA

May 29: Burnout, Career Pride, and Stress Management with Dr. Alice Jacobs

May 30: Presentation Skills with Ellen Cahill

May 31: Politics 101 and Architects with Mike Dunn

June 12: Negotiating Professional Service Agreements with Charles Heuer, Esq. and Tim Twomey, Esq.

If you have not already received the workshop registration form, call the BSA at 617-951-1433 for the brochure describing all of these workshops and the necessary registration information. All sessions are in The Architects Building in Boston.

Salary data available

The new Massachusetts Architects Compensation Survey Report is now available from the BSA.

See the order form inserted in this issue or call 617-951-1433.

Design Committee created by BSA

From housing to ethics, from awards to codes, the BSA has committees dedicated to every aspect of the profession. Surprisingly though, what may be the architect's fundamental charge, design, has not had a specific committee through which design issues can be discussed and debated. Until now. A new committee on design has been created at the urging of BSA President Richard Bertman FAIA. The role of the committee is to be a vehicle to advocate, explore, and discuss design and expand the impact of design within the profession and the community.

A few of us have had some initial thoughts on committee activities:

- Sponsor an "Unbuilt Projects" award that would include students and professionals.
- Sponsor a film series and discussion program on architects and their work.
- Sponsor a forum on design review, design criticism and related issues.
- Foster new links with other design professions to improve our working relationships (landscape architects, interior designers, planners *et al.*).
- Foster stronger links with the academic institutions.
- Participate in the Urban Design Committee's focus-team process with specific emphasis on building design.
- Strengthen the BSA relationship with the BRA, BCDC and other design review groups.

We hope this sparks your interest. Join us for our first meeting, May 21, 8:00 to 9:30 am at The Architects Building, 52 Broad St., Boston.

If you have some thoughts or questions on the direction of the committee, please call me at CBT, 617-262-4354.

We have only begun to scratch the surface of the truly juicy core of our practice.

*Robert Brown AIA, Chair
BSA Design Committee*

Special edition of "Conversations" examines P/A housing competition ideas

Several of Massachusetts' more creative designers (are you one of them?) offer their work for peer critiques this month in 1991's special edition of "Conversations," the monthly design discussion and dinner series hosted by Peter Forbes FAIA.

This special edition of "Conversations," a week after the regularly scheduled session of "Conversations" with Antonio DiMambro AIA (see story elsewhere in this issue), draws on the current entries by Massachusetts architects in the *Progressive Architecture* national housing design competition. "Since so many of our Massachusetts colleagues have entered the P/A competition," noted Forbes, "it seemed a shame not to offer them the opportunity to have their work critiqued by their Boston peers."

At least five Boston architects have admitted to entering the competition and agreed to present their entries to their Boston colleagues in this special edition of "Conversations" on May 30. The presentation begins, as usual, at 6 pm in the Competitors' Lounge of The Architects Building, 52 Broad Street, Boston (black-tie optional). The reservation deadline for this special edition of "Conversations" is May 29 at 3:15 pm. Telephone reservations may be charged (Visa/MC/AmEx) by calling 800-662-1235 or 617-951-1433 or by faxing your credit-card reservation to 617-951-0845 (\$65; \$55 for BSA/AIA members).

BSA mock exams set for this month

The annual mock exams sponsored by the BSA's Young Architects Committee are scheduled for May 12 and May 18. The registration deadline for both mock exams is now.

The BSA is also serving as the clearing-house once again this year for exam candidates interested in forming study groups. For more information on this and on the mock exams, call Penny Mitchell at the BSA (617-951-1433).

Foundation launches "community identity" initiative

On May 14, the Boston Foundation for Architecture hosts a reception to announce a significant change of direction for this grant-making entity created by the architectural profession.



photo: Peter Vanderwerker

This year, according to Foundation Chair Elizabeth Padjen AIA (above), the Foundation is eschewing its usual annual distribution of small "seed" grants to 15 or 20 other organizations in favor of a larger-scale effort to focus on the single, broad issue of "community identity". Padjen said that the Foundation, which will be publishing its RFP at the May 14 event, is seeking to generate creative proposals from organizations interested in developing and administering projects that will elevate public awareness of community identity issues throughout the state. Padjen described this effort as an experiment designed to give the Foundation an opportunity to have a larger impact through one major grant than it has had to date through many small grants. It is probable, she said, that the Foundation will make a few of its more conventional grants as well this year. However, she said, the focus is clearly on the larger effort, which the Foundation is prepared to fund at the \$20,000-\$30,000 level.

Community groups, planning groups, urban design organizations, regional planning agencies, and other organizations focusing on social, cultural and related community issues are welcome to join the Foundation trustees at the reception on May 14. For details, call the Foundation at 617-951-1433.

**"Build Boston" booth
sales information
800-447-7112**

Are we really different from dentists?

AIA. . . Boston. . . 1992. There are quite a few BSA members, affiliates and volunteers who are beginning to get nervous about pulling off a major architectural event next June. The dentists, lumbermen, chiropractors and an assortment of other groups come to town and, other than the Trekkies, don't make a ripple in the consciousness of Boston.

Architects, however, are different. We want to make more than a ripple. We want to generate a tidal wave of awareness about architecture, architects, and the built environment. We want to have the whole region involved with us: to stroll down Boylston Street and see our banners; to gather in a transformed Copley Square to be enlightened and entertained; to work with residents of Chinatown, the South End, and Roxbury planning aspects of their communities; to visit an exhibition of art by architects; to work with kids and dream about design; to use a new architectural trail map or take a tour of places rarely seen.

Those ideas and more are what we want to do. But. . . are we really different from dentists? In order to pull this off, we need among other things, money. Money in the form of sponsorships, money in the form of trade, and most of all, money in the form of cash. Blair Brown and his fund-raising committee are working tirelessly to raise the necessary funds. It is tough and frustrating work, and you can help.

You are in conversations every day with people who are interested in architecture and communicating with architects. Let them know that AIA/Boston/1992 is coming soon, and that they will want to get involved. The more individuals, groups, and organizations we can get to "buy into" this whole series of events and activities, the greater chance we will have of converting them into enthusiastic supporters.

So let people know, and let Blair Brown know whom you've been talking to by contacting Alexandra Lee at 617-951-1433. And. . . get involved with the committees planning events for 1992. It will take your mind off the current hard times and focus you on a period when we will be swimming in work and having a terrific time!

*Gary Graham AIA
Chair, 1992 Public Relations*

Design a tour with The Breakfast Club

We offer:

- an opportunity to create and design tours of the Boston area for over 10,000 architects;
- fascinating information about your city;
- pleasant company;
- and, most importantly, the best breakfast rolls in town.

We would like your expertise for:

- ideas and researching information about tours
- feedback and brainstorming at monthly meetings
- contacting individuals and organizations

This program is designed for the 1992 national Convention in Boston and we are developing tours so that they continue beyond that convention and forever heighten public (and client) awareness of architects and architecture.

A professional tour consultant has joined our committee to take care of the logistics (tickets, buses, and scheduling).

Only the enjoyable parts are left for you – designing tours and eating breakfast rolls.

So join us for breakfast on May 16 at CBT, 306 Dartmouth Street, Boston. For further information, contact Steve Cecil AIA at 617-262-4354.

COPAR's annual seminar focuses on documenting our work

Experts using some of the latest techniques in computer-aided modeling, photography, graphic arts, and videotaping to document work on the \$5-billion Central Artery/Tunnel project discuss and demonstrate their work on May 10, from 2 to 4 pm, at the BAC, 320 Newbury Street, Boston.

Entitled "Documenting the Built Environment," artists and experts in several fields show how they are compiling information to assist current activities and provide a lasting record of the artery/tunnel project – one of the most massive public works initiatives ever undertaken in New England.

The event is the MassCOPAR (Massachusetts Committee for the Preservation of Architectural Records) Spring Seminar. Those addressing the seminar include: Peter Vanderwarker (photography); T. Kelly Wilson (drawings from sketches); David Hart AIA and Rick Detwiller (historic resources); George Baber, Bechtel/Parsons Brinckerhoff Operations Manager (record-keeping, including computerized data); Angela Cincotta (video and computer models used for design and public information).

The event is free and open to the public. Refreshments will be served at 1:30 pm. Presentations start at 2 pm. Call Mary Cooper at 617-354-3274 for further information.

Workshops on access regulations set this month

The Massachusetts Architectural Access Board is offering a series of training seminars for architects this month on the rules and regulations of the board. Each of the six sessions being offered this month addresses fundamental access issues and the role architects play in designing the accessible spaces; information about the Access Board's variance process, advisory opinions and an in-depth study of "the formula"; an in-depth explanation of how to use the code, which will include a Q-&A and an actual plan review; a design problem dealing with common accessibility issues; and general discussion about "adaptable design".

The training seminars are scheduled for May 9 in Northampton, May 14 in Hyannis, and in Boston on May 3, May 17, May 22, and May 25. For registration details, call the Board at 617-727-0660.

AIA Documents
617-951-1433

Spring into BSA architectural walking tours and classes

In addition to the aesthetically erotic classes on design and architecture-related topics, the May/June session of the BSA/BCAE's public education program features a mini-series of walking tours of historic Boston neighborhoods and a tour of Manhattan's East Side. The schedule for the Spring session is:

- May 2: "Update on Task Force to End Homelessness" (with BSA co-chairs John Wilson AIA and Susan Rogers AIA)
- May 14: "Russian Constructivism" (with art historian Katia Rosenzweig)
- May 16: "The Development of Boston Architecture: City and Suburb" (with structural engineers Wayne Kalayjian)
- May 22: "The Collaboration Workshop: How to Work Successfully with Another Creative Person" (with sculptor David Judelson)
- May 23: "Boston's Religious Art & Architecture" (with historian Kimberly Alexander)
- May 28: "Boston's Victorian Suburbs" (with historian Ed Gordon)
- June 3: "Russian Architecture and Design at the Turn of the Century" (with Katia Rosenzweig)
- June 3: "A Century of British Decorative Arts, 1800-1900" (with Kimberly Alexander)
- June 4: "Walk through History: Beacon Hill" (led by Wayne Kalayjian)
- June 6: "Artists and Architects Collaborate: Understanding the Process" (with architect Raynor Warner AIA)
- June 15: "Back Bay's Hidden Treasure: The Church of the Covenant" (led by Dr. Brenda Lynne Leach, Director of Music and Creative Arts, Church of the Covenant)
- June 17: "French Influence on Back Bay Planning and Architecture" (with Ed Gordon)
- June 18: "Walk through History: Back Bay" (led by Wayne Kalayjian)
- June 20: "Boston's Lesser-Known Architects: 1870-1920" (with Wayne Kalayjian)
- June 24: "History and Architecture of Monhegan Island, Maine" (with Ed Gordon)

- June 26: "A Walking tour of Ashmont and Ashmont Hill, Dorchester" (led by historian Anthony Sammarco)

Classes and tours are open to everyone and BSA members enjoy a 10% discount. For details on all of these programs and registration information, call 617-267-4430 or 617-595-6350.

Linda Springer

Rotch winners' work on exhibit; reception set

This month's exhibit at the BSA features the drawings of the winners and selected other entries in this year's Rotch Traveling Scholarship Competition. The Rotch, one of the oldest and most prestigious awards of its kind in the U.S., is open to all architects and interns under 35 years old.

This year's winner is Joslin Stewart, with Shannon Scarlett taking second prize. Other finalists were chosen from 70 applicants, include Mark Cottle, Eric Fisher, Mark Edward Jenkins, Thomas H. Jin, Mark A. Klopfer, and Stephen D. Schreiber.

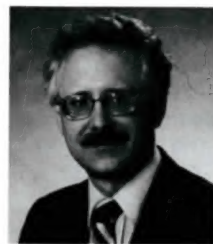
The Rotch jury is Robert Kramer FAIA, Warren Schwartz AIA, Hans D. Strauch AIA and Robert Kroin.

Join us on May 16 on the 5th floor of The Architects Building for an opening reception from 6:00 pm to 7:30 pm and visit the exhibit Monday-Friday (9 - noon & 2 - 5 pm) until May 31.

New list/order form for AIA Documents published by BSA

A new, improved, cleaned-up version of the AIA Documents list and order form is inserted in this issue of the ChapterLetter. The BSA, as the distributor of AIA Documents, hopes that this new list and order form will make it easier for Documents-users to identify needed Documents and order them by mail, telephone, fax, or Pony Express directly from the BSA. For additional copies of the list, call the BSA at 617-951-1433.

Tepe leads New England



New Hampshire architect Jerry Tepe AIA (above) has been elected President of the New England Regional Council (NERC) of the AIA, the coalition of the eight AIA chapters in New England. Tepe has served as an officer of NERC and is past president of the New Hampshire Chapter of the AIA. Jim Morrissey AIA and Jon Woodman AIA will serve with Tepe as, respectively, Vice-President and Secretary/Treasurer of NERC.

Report on design review in Massachusetts now available

The final, interpretive report of the BSA/MIT/AIA 1990 study of design review practices and perceptions in Massachusetts is now available from the BSA. The draft tabulation, which was available a few months ago, has now been supplemented by 30 additional pages of survey data interpretation. Over 220 architects and architecture firms responded to this ground-breaking survey.

For a copy of this 70-page report, entitled "Design Review: The View from the Profession", send your name and mailing address with payment (\$18; \$12 for BSA members and MIT students and faculty; MA residents add 5% sales tax) to Special Publication #81, BSA, 52 Broad St., Boston MA 02109. MC/VISA/AMEX orders over \$25 may be faxed to 617-951-0845.

Unemployed architects meet

Architects between jobs meet monthly at the BSA to share information and a little relaxation. Call the BSA for details.

Adrienne Wortzel: post-post & lintel plus the fret

An exhibition of work in various media by New York artist Adrienne Wortzel is featured this month in The Architects Building. A celebrated painter and printmaker, Wortzel creates canvas fantasies of architecture and space using a thrown-paint technique. The paintings, often irregularly shaped, shimmer with layers of intense spattered color, reminiscent of 19th-century *pointillism*.

Her recent drawings, prints and monoprints combine a carefully detailed study of architectural motifs with painted or printed surfaces creating an overall effect of organization, classicism and poetry.

This exhibition combines Wortzel's paintings, drawings, prints and monoprints with studio objects to create a multi-media installation. Due in large part to their subject matter, strong use of color and clarity of composition, these works are of special interest to architects, designers and space planners.

The work is on view until May 31 on the first and fourth floors of The Architects Building; gallery hours are 9 - noon and 2 pm - 5 pm. For further information, please call the BSA at 617-951-1433.

Alexandra Lee

Limitation of liability efforts get major boost

"A victory of massive proportions" is how ASFE President Michael E. Mahoney has described a decision of the California Court of Appeal in *Markborough v. Superior Court*. The Court upheld the validity of limitation of liability in design professionals' contracts, pointing out that such clauses do not have to be separately negotiated, nor do they have to be highlighted or be made any more conspicuous than other provisions, so long as the parties had an opportunity to accept, reject or modify the clause. "California often is a bellwether state in matters such as this," Mahoney said. "We look forward to other states following suit, assuming the validity of limitation of liability is even challenged [in other states]."

Limitation of liability is a centuries-old concept that ASFE brought to the design professions in the late 1960s, when that

organization of engineers was established. The idea is that the client will contractually limit the designer's liability for negligent errors and omissions to a mutually agreeable limit, to make the designer's project risks more proportional to the profit.

Mahoney noted that limitation of liability as applied to design professionals has been upheld in every known court test, now numbering about a dozen.

Copies of the Court's decision are available from ASFE. Payment of \$5.00 must accompany orders, which should be addressed to ASFE, 8811 Colesville Road, Suite G106, Silver Spring MD 20910.

Have you designed a restaurant?

A local guide for our visitors coming to Boston for the June 1992 Convention is now being prepared. We would like to hear from you with suggestions of restaurants, ice-cream parlors and other food establishments you think our visitors might enjoy, both daytime and nighttime. We are looking for restaurants designed by architects, well-known for their excellent cuisine, perhaps with unusual interiors, restaurants in historic buildings with or without a splendid view, etc. Your participation is greatly appreciated. Please call Alexandra Lee at the BSA (617-951-1433) or mail your suggestions to Architects' Restaurant Guide, BSA, 52 Broad Street, Boston 02109.

Suzanne Frederick
1992 Volunteers Committee

Management and Marketing tips

For the best list of design firm management and marketing publications available throughout the U.S., call 617-951-1433 to request the BSA's unique Special Publications listing and order form.

Q.

- Do your *Globe* ads yield piles of inappropriate resumes?
- Are your phone lines tied up with unsolicited calls because it's rumored you're hiring?
- Can you afford to gamble with another referral from a friend of a friend?
- Are you having difficulty finding and keeping top-quality professionals in your firm?
- Do you have the unwanted reputation of hiring and firing or just not responding?
- Are you equipped to negotiate a fair offer in today's volatile economy?
- Have you recently downsized but need to meet a deadline or staff a new short-term project?
- Are your Project Managers overwhelming you with demands you can't meet for more staff?
- Are you a victim of the unrealistic perception that the perfect person is out there (somewhere) because so many people are unemployed?
- Did you discover your star designer was a *prima donna* too late into the project to make a change?
- Do you find reviewing portfolios easy but that when it comes to evaluating personalities you've made mistakes?
- Is your interviewing technique producing winning results?
- Are your competitors recruiting the best architects?
- Are you spending valuable resources on these and other staffing problems instead of billable time?

A.

Consulting For Architects, Inc., the BSA-related placement service, is solving these and many other problems. . . call us and we'll show you how your Boston colleagues benefit from our services. Contact our Director, Stephen Dill AIA, or CFA President David McFadden at 617-261-0090.

It's about housing, about fees, about contracts... and architecture



Several years ago a group of BSA members formed an informal task force to work with the staff of Massachusetts' Executive Office of Communities & Development, the agency responsible for subsidizing housing construction. That initial effort, led for many years by BSA Board Member Barry Korobkin AIA, evolved into one of the more potent BSA committees.

Co-chaired now by Bill Hammer AIA (Hammer Kiefer and Todd, above left) and George Metzger AIA (HMFH Architects, above right), the EOCD Liaison Committee meets monthly with architects, housing experts, state officials, construction law experts and others interested in refining and improving the way publicly financed housing gets built in Massachusetts. For the past two years, the Committee has been meeting with EOCD staff members to revise the agency's contracting procedures with architects and the fee-setting procedures used by EOCD. This effort has been greatly enhanced by the *pro-bono* legal assistance of Sherin and Lodgen and the *pro-bono* accounting assistance of Price Waterhouse. The Committee, working on many other fronts as well, has reviewed MASSGUIDES, the EOCD's new design guidelines, has established procedures for EOCD to send architects copies of EOCD evaluations of designers' performance (an architect's response is to be included along with the evaluation for future designer selection), and has provided a forum to explore EOCD's changing agenda in light of the state's fiscal problems.

In addition, this committee sponsors Build Boston workshops on public housing achievements and prospects and in other ways continues to seek improvement of the collaboration between the state and the design professions. The Committee meets monthly and all readers are invited to participate. Check the calendar on the back of the ChapterLetter each month for date and time details. For more information on the Committee, call Hammer at 617-547-0725 or Metzger at 617-492-2200.

Have we missed you?

Last month every firm listed in the 1990 edition of the *Directory of AIA Firms in Massachusetts* was mailed a copy of its listing for updating. Firms (whose principals are BSA/AIA members) not included in last year's edition were mailed a new questionnaire. If you have not already done so, please return your listing or questionnaire today to ensure that your free listing is accurately included in the 1991 edition of the *Directory*.

If you have not received a copy of your listing or a questionnaire, call Linda Springer at the BSA at 617-951-1433.

Members and other industry professionals interested in placing paid advertisements in the *Directory* may do so by calling our publisher, Bernard C. Harris Publishing Company, at 800-669-6889.

All BSA members, advertisers, public officials, developers and other prospective clients on the BSA's mailing lists will receive a complimentary copy of the 1991 *Directory* in October. (Copies of last year's *Directory* may still be purchased by calling 617-951-1433.)

The Architects Building generates continuing support for many uses

Despite the economic burdens of the times, notes BSA President Richard Bertman FAIA, architects and their allies continue to demonstrate their commitment to The Architects Building and the central role of architects it symbolizes. A recent donation of \$300 to the building fund from sole practitioner Paul Minor AIA and additional donations of services from photographer Julia Seltz were the two most recent examples of support cited by Bertman.

"The thoughtful generosity of people like Paul Minor and Julia Seltz," said Bertman, "reminds us that, even in the most difficult economic times, ours is a strong and cohesive profession." Bertman noted that the most telling indication of the building's value is its continuous daily use by architects and allied professionals for a broad range of public and professional programs.

The Service Center

Each year in the United States, 372 educational institutions, 574,627 non-profit organizations, 15,412 professional and trade associations, 617 continuing education centers, and 44 million for-profit consultants and organizations offer over 8 trillion professional development workshops and seminars for architects. Or so it sometimes seems. Everyday when the mail comes in, all of us enjoy the opportunity to leaf through endless workshop offerings varying in quality from abysmal to magnificent and varying in cost from affordable to outasight. One role of an effective professional association like the BSA is to sift through these myriad offerings and help members identify those of genuine value. The BSA does perform this sifting "function" and usually does so by checking references, asking members to recommend good programs, and, of course, running a lot of programs ourselves. Build Boston is the most visible annual example of the BSA's effort to provide effective professional development opportunities. There is another opportunity provided by the BSA, however, and that is the annual offering of a handful of special Spring workshops aimed at issues that seem particularly critical at the moment. The BSA is doing that again this year, as noted on page 2, focusing on six or seven recession-related issues of importance to designers. The BSA has done its homework and believes the workshop leaders this Spring are exceptionally good. However, BSA members are very good at telling us when we've made a mistake and we look forward to evaluations of this year's program by those of you who register. (For registration details on any of these workshops this month, call the BSA at 617-951-1433.)

Next month: Members' Service #36

Voices

"There is a preoccupation with violence — hubris — that informs too much architecture today." — Moshe Safdie AIA in his BSA Lecture Series presentation (2/20/91)

10 commandments of successful firm management

This item is reprinted with permission from the Architects' Office Management & Administration Report.

No crash course can guarantee a new or more effective management style — one that helps create a work environment in which architects and support staff feel appreciated and are therefore more loyal and willing to put in the time to get things done. But ARCHMAR believes there's merit in the ideas of John Compere, a psychologist and workplace behaviorist who offers guidance with his "Ten Commandments" for improving work satisfaction. At a conference for professional service firm leaders, Compere explained his "commandments" are rooted in the common-sense premise that people work not only for money, but to build a rewarding work life and make a contribution.

1. Thou shalt not make a federal case out of a county courthouse issue. "There are more nits to pick than we have time to address," says Compere. Architects and their staffs must conduct their practice with great care, but being overly attentive to insignificant issues becomes counterproductive and draining.

2. Thou shalt not make anxiety an art form, as fretting dulls the sharp edges of the mind. Some people feed their anxiety by worrying about everything. This is pointless, says Compere. Most of what we worry about won't happen; we have no control over much of the rest.

3. Thou shalt be willing to receive feedback from any honest source, for defending any questionable decisions you've made uses energy thou cannot spare. Significant insights and suggestions can come from unexpected sources. One measure of maturity, says Compere, is a willingness to accept feedback from junior architects and staff who do not have authority over us.

4. Thou shalt avoid "if only" and "I should have," for their dreariness takes the sparkle out of life. Let's face it, says Compere, all of our decisions are made without sufficient data. The trouble with life is that it has to be lived by marching forward but can only be understood by looking backward.

5. Thou shalt not make anger your main dish but use it sparingly for accent. Often professional and support staff can be crushed by the anger exhibited by managers or principals they respect —

and whom they are striving to please. "Many times we become upset when we see co-workers making the mistakes we made when we were at their level. Step back," says Compere, and consider if the anger is worth the potential harm its expression might cause.

6. Thou shalt learn to relax in the presence of thine enemies lest they grind you down without working up a sweat.

7. Conversely, thou shalt refrain from knocking thy best friend out of the ring, for when the fight becomes fierce, having someone in your corner may be all that keeps you standing until the bell. When pressures push us to the limit, notes Compere, it is common to take it out on family and friends. But, he adds, the strength of personal relationships influences how we feel on the job.

8. Thou shalt remember thy body is only human and treat it as if thou expected to need it a while longer. Compere notes: "You good health is one asset that can increase the value of all others; if your health is poor, the value of other assets may decline as well." Compere reflects on the wording of a sign that hangs in his office: "If you wear out your body, where do you plan to live?"

9. Thou shalt not act with malice toward anyone, however justified, for it poisons the spring from which both must drink. Compere offers an alternative to the "Don't get mad, get even" cliché: "Don't get mad; don't get even; get on with it. Life's too short to seek revenge."

10. Thou shalt accept responsibility for thy thoughts and actions, for from them flow the feelings and the meaning of our lives. Compere says each member of the architectural firm must strive for excellence. Areas for excelling may not always be obvious; everyone should take pride in their skills and hone them to the highest level possible.

Much of this may fly in the face of axioms pushed by "management survival" books such as *How to Swim with Sharks*. To some it may sound curiously like a platform for a "kinder and gentler" firm environment. Others might dismiss Compere's advice as psycho-babble. Yet many architectural firm managers attest to the value of such attitudes in the management of the firm, its practice, and its staff.

More on Kuwait. . .

On Friday, April 5, Boston's World Trade Center was the scene of a conference focusing on the economic opportunities offered to Massachusetts businesses in Kuwait. Jointly hosted by Senators Kennedy and Kerry, Governor Weld, the Massachusetts Office of International Trade (MOIT) and The World Trade Center, a variety of speakers took turns painting a picture of what the present and future may look like for businesses interested in doing business in the Gulf region.

In a nutshell, owing to the massive amount of damage to Kuwait's infrastructure, the unhealthy environment caused by burning oil wells and unexploded munitions, and the monumental challenge of planning and prioritizing the reconstruction effort, architects and providers of other goods and services can expect another 12 to 18 months to pass before the demand is felt in Massachusetts. That is good news for most, though, because it will take time to prepare to do business in Kuwait. The Department of Commerce, the Kuwait Emergency and Recovery Program (KERP, established by the Government of Kuwait in Washington, DC), and the MOIT, to name just a few, are setting up databases to catalogue the many interested firms. The three agencies named have adopted a KERP form entitled "Supplier/Vendor Application", available at the BSA offices, to standardize the information needed in the database.

Submittal of the KERP form was recommended as a first step. The next step is to open a dialogue with the three prime contractors already commissioned to administer the initial phases of the reconstruction: the Army Corps of Engineers, Raytheon and Bechtel. All three have begun to subcontract various components of their long-term contracts in Kuwait and will likely continue to do so as the need arises.

Though many months will likely pass before we hear of a Boston-area architect designing schools, housing or supermarkets in Kuwait, the time should not be wasted. A 32-page packet of information is available from the BSA (BSA members should send a \$1.44 SASE to the BSA with a request for this packet; non-members must enclose \$25 with the SASE). Only through intensive networking and research will firms succeed in being a part of the rebuilding of Kuwait.

*Stephen Dill AIA
Consulting For Architects*

Massachusetts architects honored for design excellence

At the BSA's Spring Design Awards Celebration in Quincy Market in April, two dozen projects by Massachusetts architects were singled out for recognition in the BSA's four Spring design awards programs: Housing, Boston Exports, Interior Architecture, and Art & Architecture Collaborations.

The award-winning projects are pictured on these pages. Copies of the jurors' comments on the winning projects in each of

the four awards programs are available from the BSA.

Boston Exports Jurors. . . Homer Russell, Chairman; Earl R. Flansburgh FAIA, Elizabeth Padjen AIA, and Martin Sokoloff.

Housing Awards Jurors. . . Urs Gauchat, Chairman; Michael Cannizzo AIA, Jeremiah Eck AIA, and Claude Miquelle AIA.

Interior Architecture Jurors. . . Janis Mones AIA, Chair; Sherry Caplan, John Dyer AIA, Wayne Koch AIA, and Brigid Williams AIA.

Art & Architecture Collaborations Jurors. . . Bill Porter FAIA, Chairman; Peter Baldaia, Rebecca Barnes AIA, Lloyd Held and Pallas Lombardi.

Housing Awards



photo: Steve Rosenthal

*Award for Multi-Family Renovations . . . The Schoolhouse on Monument Square Residences, Charlestown MA by **Graham Gund Architects***



photo: Nick Wheeler Photography

*Award for Single-Family Housing. . . Vacation House, New England Coast by **James Volney Righter Architects***



photo: Steve Rosenthal

*Award for New Mutli-Family Housing. . . LedgeBrook Condominiums, Newton MA by **Huygens DiMella Shaffer and Associates***

Boston Exports Awards



photo: Steve Rosenthal

Award. . . Peabody Museum of Salem/Asian Export Art Wing by **Kallmann McKinnell & Wood Architects**



photo: Douglas Gilbert

Award. . . Material Recycling Facility, Springfield MA by **Di Marinisi & Wolfe Architects**



photo: Paul Farino

Award. . . Cornell University Medical College Biomedical Research Center by **Payette Associates**



photo: Steve Rosenthal

Award. . . General U.S. Mail Facility, North Reading MA by **Perry Dean Rogers & Partners: Architects**



photo: Sherman Moss, Jr. AIA

Special Award for Historic Preservation. . . Ellis Island National Monument and Museum by **Beyer Blinder Belle/Notter Finegold + Alexander**



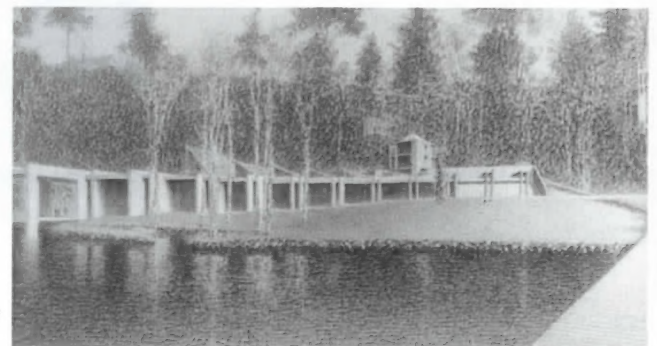
photo: Lucy Chen Photography

Citation . . . The Science Discovery Museum, Acton MA by **E. Verner Johnson and Associates**



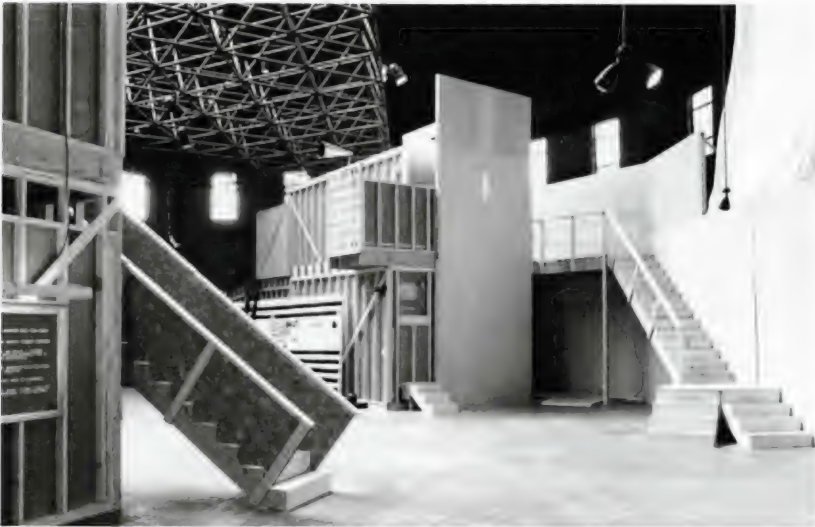
photo: David Hewitt & Anne Garrison

Citation. . . Waterville Valley Town Square, NH by **Graham Gund Architects**



Special Award for Unbuilt Projects. . . Seattle Research and Conference Center by **Peter Forbes and Associates**

Art & Architecture Collaborations



Award for Design Collaboration. . . "Architectural Armature: Apparatus for Viewing" by Kennedy Violich Architects with Jerry Beck, Joan Brigham, Geraldine Erman, Beth Galston, Eric Gould, Lillian Hsu-Flanders, Denise Marika, Ralph Paquin and Ann Stoddard, Wellington Reiter, Ellen Rothenberg, Jo Sandman, Jeffrey Schiff, Jill Slossberg-Ackerman, Doug and Mike Starn, and Michael Van Valkenburgh



Award for Design Cooperation. . . S&S Restaurant Mural & Exterior Renovation, Cambridge by Prellwitz/Chilinski with artist Joshua Winer assisted by Joseph Swan



photo : Steve Rosenthal

Award for Design Cooperation. . . Kendall/MIT Station Modernization, Cambridge by Ellenzweig Associates with artist Paul Matisse



photo : Steve Rosenthal

Award for Design Cooperation. . . Davis Square Subway Station, Somerville by Goody, Clancy & Associates with artists Jack Gregory & Joan Wye, Sam Gilliam, Christopher James, and James Tyler



photo : Steve Rosenthal

Award for Design Cooperation. . . Central Station Modernization, Cambridge by Ellenzweig Associates with artists Elizabeth Mapelli, Anne Storrs, and Dennis Cunningham



photo : Steve Rosenthal

Award for Design Cooperation. . . Becton Dickinson and Company Corporate HQ, NJ by Kallmann McKinnell & Wood Architects with artist Michael Singer

Interior Architecture Awards



photo: Howard N. Kaplan, Inc.

Award. . . Bertucci's Restaurant, Wellesley MA
by **D'Agostino Izzo Quirk Architects**



photo: Warren Jagger Photography

Award. . . Placewares by **DRA/Drumme Rosane Anderson Architects**



photo: Warren Jagger Photography

Award. . . Della Femina, McNamee WCRS (101 Arch St., Floors 11-14) by
The Stubbins Associates



photo: Steve Rosenthal

Award. . . Peabody Museum of Salem/
Asian Export Art Wing by **Kallmann McKinnell & Wood Architects**



photo: Warren Jagger Photography

Award. . . Private Residence, Boston by
Graham Gund Architects



Award. . . Hynes Convention Center
Interiors by **Kallmann McKinnell & Wood Architects**



photo: Steve Rosenthal

Citation. . . South Station Retail Program,
Boston by **Prellwitz/Chilinski Architects**

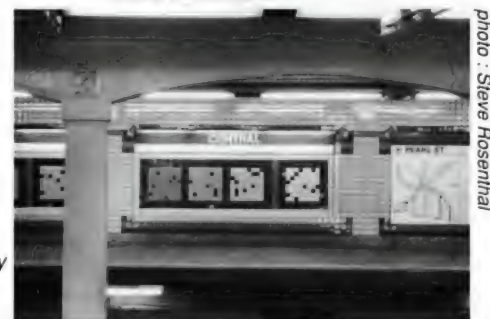


photo: Steve Rosenthal

Citation. . . Central Station
Modernization, Cambridge by
Ellenzweig Associates

Bricks

Charrette opened its renovated retail store and reprographics center at 44 Brattle Street in Harvard Square in March. The 11,000-s.f. store is stocked with the latest in art, office, drafting and design supplies and equipment for your studio, business or home. The copying and reprographics center, a landmark at this same location for years, has been completely renovated. What would we do without Charrette?

The Architectural Conservation Trust for Massachusetts recently issued an RFP for adaptive re-use **feasibility studies** of historic properties in Medford, Quincy and Taunton. The deadline for applying to that RFP evidently has passed; however, architects and firms may wish to call the Trust in Boston at 523-8678 to make sure you're on the mailing list for such RFPs.

Does your firm portfolio include innovative/creative designs of **residential additions or new homes** that demonstrate the value of using an architect for design instead of "letting the builder do it"? If it does, you may want to call the BSA's Sole Practitioners Committee, which is looking for samples of such residential work in order to promote architects in Massachusetts. The Committee is seeking examples that clearly illustrate imaginative (not expensive) solutions to unique or very restrictive residential design problems, solutions only an architect would have conceived. The Committee is also seeking examples of "terrible" residential additions you may have seen that might have been avoided had an architect been employed. The intent is to use all of these examples in a slide show designed to educate the public on the value of using architects on small projects. For details, call Russ Tremaine AIA, 617-698-0188.

The new, 1991 edition of **The One List** is now available from the BSA. This unusual national publication, as many readers know, is a directory of over 700 U.S. real estate and facilities-operating corporations and some 5,000 subsidiaries and the names of over 10,000 corporate decision-makers. This 600-page directory is item #50 on the Special Publications list inserted in this issue of the ChapterLetter. For additional copies of the Special Publications list, call the BSA at 617-951-1433.

International markets remain in the news. The Massachusetts Office of Industrial Trade is planning a conference sometime this month (the date has not been set as we go to press) on housing needs in **Israel**

and other nations. This state agency has been given a copy of the BSA mailing list of firms so that more information on this conference can be mailed to members when it is available. Speaking internationally, there is a 32-page package of information on potential building projects in **Kuwait** available from the BSA. The listing is free to BSA members who need only send a SASE (\$1.44); non-members should enclose \$25.00 with the SASE). Finally, the BSA market exploration of

Building for Business-Budapest

North American Design & Construction

Eastern Europe is scheduled for September 24-27. Building industry professionals and firms interested in participating in this unique marketing adventure should call Maureen Drew at 617-542-5945 today.

Out of work? Between jobs? On the 4th Monday of each month, **unemployed architects** and other architects between jobs meet at The Architects Building to share job-seeking experiences, to help each other think about new ways to approach the job search, to talk with firm principals and career counselors, and generally to use the BSA network as a resource. Join us. There is no charge. Each gathering runs from 4 pm to 6 pm and you need only call the BSA at 951-1433 to reserve space and to confirm the date of the gathering. It is all very informal.

"The Hidden Design in Land-Use Ordinances" is the title of a new publication that assesses the visual impact of dimensions used for town planning in Maine. This 76-page publication includes detailed illustrations of some basic principles of design and planning for small towns and rural areas and explains 15 design tools useful to non-designers on how to visualize the effects of land-use laws, especially set back, frontage lot-size and height dimensions. Copies are available from the BSA for \$18 (\$14 for BSA members). MA Residents add 5% sales tax.

Alternative **dispute resolutions strategies** and liability limits, potential strategies to expand the need to retain an architect under Massachusetts law, qualification-based selection of designers in Massachusetts, and related practice issues are on the table this month when the BSA's dynamic Professional Practice Committee gathers for its monthly information-sharing session. All readers with an interest in

practice issues are invited to join the Committee as it seeks new ways to aid Massachusetts architects in their practices. For more information on the Committee and to suggest agenda items, call co-chairs Charlie Cimino AIA (617-275-0959) or Chuck Worcester AIA (617-227-1419).

Massachusetts **State Senator James P. Jajuga**, Chairman of the Senate Public Safety Committee, comes to the BSA/MCAIA Legislative Affairs Committee meeting this month on May 16, 8 am at The Architects Building, to discuss the pending effort in the State legislature to consolidate State codes agencies. All readers are welcome. Call 617-951-1433 to reserve a croissant.

Springfield architect Bill Gillen AIA, keenly aware of the market possibilities that will emerge overseas when the European community coalesces in 1992, is preparing for that major opportunity by becoming an **Irish citizen**. Overseas citizenship in an EC nation gives him access to the new marketplace of Western Europe and, thanks to Irish laws, he can hold dual citizenship.

Charrette President Blair Brown is the new **Wizard of Fund-Raising** for the BSA's 1992 AIA Convention Committee. Jim Crissman FAIA, Chairman of the Committee, noted that "the irrepressible Blair Brown had been working with us as a key leader of the Committee for the past



six months and has now assumed major responsibility for the fund-raising effort because his enthusiasm for this event is uncontrollable." Crissman, Brown and approximately two dozen other architects and allies form the core group planning this giddy 1992 event. To work with this peerless group, call Alexandra Lee at 617-951-1433.

... and more Bricks

The Fifth Edition of the Massachusetts State Building Code is available at the State House Bookstore. The cost is \$34.00 plus \$5.00 shipping if you wish to order by mail. Send your request and a check to the State House Bookstore, Room 116, State House, Boston 02133. We are also reminded by a note in the AGC newsletter that a guidebook, including an Article Number Cross-Index of the Fourth and Fifth Editions, also is available at the Bookstore. AGC also noted that the Fifth Edition does not include either the one- or two-family dwelling code provisions (Article 21 in the Fourth Edition) or the Rules and Regulations (Appendix Q in the Fourth Edition). For more information, call the Bookstore at 617-727-2834.

REDICHECK: A System for Reducing Errors and Omissions on Contract Documents is the title of a workshop offered by the AIA. For more information on this and other services and publications available from the AIA, call the BSA (617-951-1433) and ask for a copy of the "1990 Member Services Directory". . . call anytime in the next eight days and, if you are not already a member of the BSA/AIA, we will be glad to explain how to reserve a seat.

"Managing For Results" and "Results Marketing" are the titles of two new *A/E Business Review* **special reports for design professionals**. These two publications are compilations of articles and other items that have appeared in *A/E Business Review* over the years. "Managing For Results" includes over 60 short articles packed into 48 pages on a plethora of firm management issues. "Results Marketing" packs over 100 short items into a 70-page compilation. For ordering details, write *A/E Business Review*, P.O. Box 4808, Cave Creek AZ 85331.

Planning to be in Los Angeles in early June? If so, you might be interested in MacBuild, billed as the "First Annual Macintosh Educational and Training Conference for the AEC Industry". Sponsored by Apple Computer Inc., MacBuild is scheduled for June 3-5 at the LA Airport Hilton and offers a few dozen hands-on training sessions and workshops for Mac users and would-be users. For registration details, call 800-537-7765.

If you are interested in trying to understand what is going on in the **real-estate market** and allied industries, you may be interested in the range of publications available from MIT's Center for Real Estate Devel-

opment. The globalization of real estate, U.S. real estate markets, affordable housing, public/private partnerships for development, real estate performance and financial returns, the history of development, housing policy, and numerous other issues are addressed in CRED's "working papers" and other publications. For lists of available publications and ordering information, call CRED at 617-253-4373.

New England's largest engineering technology institution, **Wentworth Institute of Technology**, has announced the appointment of John F. van Domelen as the new President of the 4,000-student institution.

The Architectural and Transportation Barriers Compliance Board, a federal entity, has a technical hotline for organizations that must comply with the new **Americans with Disabilities Act**. The hotline is 800-OSA-ABLE. The agency will also send complete information packets on request. (Thanks to *Western Mass/AIA News* for this item.)

Did last month's ChapterLetter appear to have fewer typos and grammatical errors than usual? Of course it did. And the reason is the meticulous proofreading provided by three new ChapterLetter volunteers - Eliza Bird, Suzanne Frederick and Joyce Miller. The BSA Board of Directors and the often-slipshod ChapterLetter Editor offer their gratitude. . . and hope that ChapterLetter readers also appreciate the thoughtful generosity of our **volunteer proofreaders**.

The BSA's Committee on Professional Appointments is seeking Massachusetts architects interested in serving on **city and town design-review**, historic preservation and similar bodies. If you are an architect in Massachusetts interested in such volunteer roles, call Linda Springer at the BSA (617-951-1433).

Are you concerned about waterfront development? . . . Will you love the new Pru? . . . **Are you concerned about hardening of the Artery?** . . . Do you want to hang around with architects? . . . Are you afraid the City will relax its design sensitivity because of the recession? . . . If you answered "yes" to any of these questions, you are either a BSA member or should be. Architects and non-architects are urged to consider the value of a strong, collective voice in these times. Such a voice can be provided by the BSA Urban Design Committee, the Task Force to End

Homelessness, the Regional Design Committee, and the 60 other "voices" of design professionals and their allies in Massachusetts. If you are an architect and not a member, become a professional member of the BSA. If you are not an architect and are not a member, become an Affiliate Member of the BSA. Call 617-951-1433 to find out how to amplify your voice.

International Design and Practice: Europe is the theme of an AIA-sponsored conference in Washington this month on May 16 and 17. Gene Kohn FAIA (President of Kohn Pederson Fox) keynotes this conference, which focuses on how firms position themselves for international work, critical practice issues that must be considered and pitfalls to be avoided. Representatives of international development firms, government agencies, lenders and international consultants will discuss foreign market opportunities and related issues. For registration details, call 202-626-7415 (Dena Sollins).

I99Issues.

AIA NATIONAL CONVENTION + DESIGN EXPOSITION
THE AMERICAN INSTITUTE OF ARCHITECTS
MAY 15-19 WASHINGTON DC

For registration information and other details about this year's AIA Convention in Washington, call 202-626-7300. If you would like to be an official, voting delegate to the Convention, call Richard Fitzgerald at the BSA.

The American Society of Architectural Perspectivists (ASAP) has published a **call for entries** for its Sixth Annual Exhibition of Architectural Delineation. The exhibit will be at the Urban Center in New York from October 22 to December 6. The entry deadline is June 7. For details call 617-846-4766 or 212-362-5524 (Tom Schaller). ChapterLetter readers will remember the extraordinary 1990 ASAP exhibit, which opened at Build Boston '90 last Fall.

The Boston Civic Design Commission meets in public session on the first Tuesday of every month, 5 pm - 8 pm, in The Piedmont Room on the fifth floor of Boston City Hall.

BSA Electronic Services include: (1) AIA Documents Ordering Service (617-951-1433). . . (2) CFA, the BSA-related jobs placement service (617-261-0090). . . (3)

... and even more Bricks

the Electronic Bulletin Board (617-666-0973 via modem at 1200 or 300 baud, 8, N, 1). . . (4) The Documents & Liability Hotline (617-628-6363; Chuck Heuer Esq., AIA). . . (5) The Computer Hotline (Curt Cunningham AIA; 617-876-2233). . . (6) The BSA Graphics, Publishing, Laser Printing and Fax Services (617-951-1433). . . (7) Technical Information Hotline (617-964-5477; Mark Kalin AIA). . . (8) the MCAIA/BSA toll-free number, if you're calling from somewhere in Massachusetts outside Boston, is 800-662-1235.

This is a reminder to all BSA design firms and to all **Corporate Affiliate Members** of the BSA to send your firm brochures to the BSA library. We maintain reference copies of brochures and related material on all architecture firms whose principals are AIA members in Massachusetts. More recently, we have developed a small holding of similar brochures of Corporate Affiliate members of the BSA; these are consultants, manufacturers, suppliers, and other allied professionals who provide services and products to architecture firms. For more information on these reference shelves or Corporate Affiliate membership, call the BSA at 617-951-1433.

All AIA Documents are available directly from the BSA. MC/Visa/Amex orders (\$25.00 minimum) may be faxed to 617-951-0845. Documents also may be picked up at the BSA office, 52 Broad St., Boston, Monday through Friday, 9-5 pm. In addition, the BSA will mail or fax you a full listing of AIA Documents and an order form on request; to receive the listing, call 617-951-1433.

Volunteers are needed to help with preparation of exhibit space in The Architects Building. Interested souls should call Alexandra Lee at the BSA, 617-951-1433.

Is your **career hurting** because you are short of CADD skills? Or are you part of a CADD-oriented firm willing to help train architects to use CADD? If you want to learn CADD. . . or if you are willing to teach CADD to architects. . . or if your firm is able to make CADD facilities available for such training, call BSA Computers in Architecture Committee chair Curt Cunningham AIA (617-876-2233) to participate in this new BSA service.

If you are **borrowing this newsletter** from a friend or colleague, you may be interested in knowing that you too may join the BSA and share the cost of producing this

one-of-a-kind collection of news and assorted nuggets. Non-architects as well as architects are invited to join. Call 800-662-1235 (in Massachusetts) or 617-951-1433 to obtain one of our special summer applications.

Fame



photo: Jonathan Levi

A low-cost housing complex (above) in Sutton, designed by **Jonathan Levi Architect**, has received a Merit Award in the American Wood Council's Wood Design Award Program. . . The April issue of *Architectural Lighting* features Milton's St. Agatha Church Sanctuary by **EHA Architects** and **Berg/Howland Associates**, which has won a lighting design award for this project; Berg/Howland also recently won three other lighting design awards, these from the New England Section of the Illuminating Engineering Society, for the firm's work with **Jung/Brannen** on Providence's City Plaza, with **Claude Emanuel Menders Architects** for Brookline's Temple Israel Sanctuary, and with **Rojas Vogt Associates** for the Chelsea Library. . . **Warren Schwartz AIA** recently was interviewed by British television on his firm's work and the state of American architecture; the



photo: Steve Rosenthal

show airs on the Discovery network in the U.S. later this year. . . **Dooling & Company, Architects** is one of the "angels" of the excellent New Repertory Theater in Newton, which is also being supported by **Michael Rudden AIA**, **Streibert Associates Architects**, and **Robert Hsiung AIA**. . . This Arts and Crafts kitchen (above) by **William E. Roesner AIA** is the cover story in the April/May issue of *Fine Homebuilding*. . . The latest issue of the *Globe's* "Your Home" Magazine focuses on the work of **Schwartz/Silver Architects** and includes a

letter from **Stephen Roberts Holt AIA** on New England cottages; other recent issues of the *Globe* featured the work of **Peter Papesch AIA** and **Sasaki Associates'** recent office exhibit of the stunning sculpture of Debra Weisberg. . . Also in recent issues of the *Globe*, **Robert Campbell AIA** writes on New England architecture, on Roger Williams College's exhibit of New England regional design (highlighting **Architectural Resources Cambridge's** Dolben Library), and also on the rebuilding of Kuwait



photo: FayFoto

and its impact on New England firms. . . **Herbert G. Zeller AIA** (above) has been named Vice-President of Camp Dresser & McKee. . . **Terry Rankine FAIA** is serving on the AIA College of Fellows Jury. . . **Peter Forbes FAIA** recently served as one of the three jurors for the American Wood Council Design Award Program. . . **Peirce Pierce & Kramer's** Nantucket High School/Middle School complex was selected by the National School Boards' Association for exhibition at its annual convention in San Francisco last month. . . *Architectural Record* focuses on the work of **Symmes Maini McKee** (the Noble & Greenough middle school and arts center), **Monacelli Associates** (the Botanical Gardens & Conservatory in Boston), **Goody, Clancy** (the restoration of Faneuil Hall and the Old State House), **Notter Finegold + Alexander** (The Berkeley Building), and **Ann Beha Associates** (St. Andrew's Church in Hanover). . . **Harvey Bryan AIA** writes on solar research in a recent issue of *P/A*. . . **Benjamin Thompson & Associates'** Chicago Pier, **Monacelli Associates'** Botanical Gardens, **Schwartz/Silver's** collaboration on 360 Newbury Street, and an article on working drawings by **Allen Boemer AIA** all are featured in a recent issue of *Architecture*. . . The work of **Ann Beha Associates** is featured in *Inland Architect*. . . The Andover Companies Corporate HQ (below) by **Shepley Bulfinch Richardson and Abbott** has won NAIOP's Grand Award. . .



photo: Nick Wheeler

Tsoi/Kobus Associates' recent designs for the Harvard Medical School Quadrangle Buildings was featured in *Contract Design*; the magazine featured the firm as one of six "new faces" in the U.S. . . The windsurfing-influenced design work of **Ken MacLean AIA** is featured in *New*

... and more Fame

England Sailboard Journal. . . **Arthur Chan AIA** (below) and Herman Zinter have been named Principals at **Rothman Rothman Heineman**; the firm has also named four new Associates:



William Croteau, Anne Dooley-Garrity, **Terry Kenyon AIA**, and Vera Van Middlesworth. . . **David Dininger AIA** has re-joined **TRO** as Associate and Project Architect. . . **David Dixon AIA** recently served as moderator for two Public Realm Forums at the Old South Meeting House; **John Wilson AIA** participated in a third Public Realm Forum on "Social Justice and the PublicRealm". . . Historic Neighborhoods Foundation has given a Lifetime Achievement Award to **Notter Finegold + Alexander** for the firm's nationally recognized restoration practice. . . **Randy Lewis AIA** and graphic designer Jon Roll offered a design/build treehouse at the Shady Hill Auction last month. . . **David Burson AIA** and **Douglas McCallum AIA** have been named Associates of **Wallace, Floyd, Associates**; the firm also has named Wendy Landman and Hubert Murray as new Senior Associates and Hyuna Park has been named an Associate.

New Work - The Office of William E. Roesner, Architect has completed its thirteenth branch bank for Shawmut Bank in Andover. . . **Daniel Architects** has designed the Broderick residence in Hebron NH. . . **Architectural**

Resources Cambridge is designing a new Executive Education Center at Case Western Reserve University's School of Management; the firm is also designing the new middle/high school for the Town of Winchendon and has completed work on the University of Iowa College of Business Administration. . . **Kuhn Riddle Architects** has been selected to provide design services for the Engineering Student Center at University of Massachusetts in Massachusetts. . . **Dean Tucker Shaw** has



photo: Warren Jagger

completed the renovation of Jasper's Restaurant (above) in Boston. . . **TRO/The Ritchie Organization** has been selected as architect for a major additions and renovations project at Franciscan Children's Hospital and Rehabilitation Center in Boston. . . **Arrowstreet** has been selected by the DPW to provide architectural services for Parcel Seven, a critical link in the Central Artery/Third Harbor Tunnel Project; the Haymarket pushcart vendors and the Haymarket T headhouse are to be incorporated in the design of the building, which includes a 300-car parking garage, vent stacks for the Artery and office space. . . **ADD Inc** is designing Thompson Financial Networks' offices in Boston, a major "repositioning" of One Federal Street for Leggat McCall Management Co., and the 300-acre Mount Vernon Place Farm

Conference Center in Virginia for the CDC in Washington DC. . . **Huygens DiMella Shaffer** is designing Orchard Cove, a congregate-care retirement community project in Canton, and has completed work on the Washington Street Garage at Newton-Wellesley Hospital. . . **Schwartz/Silver Architects** is doing the masterplan for a new wing of the Peabody Museum of Salem, a masterplan for additions/renovations to the Boston Atheneum, a library study for University of Massachusetts/Amherst, facade and interior renovations for Emerson's Majestic Theater, and renovations. . . **David Dixon & Associates** has been commissioned to prepare a planning and urban design framework to guide future commercial development in Brookline. . . **Donham & Sweeney Architects** designed the renovations and an addition to Thorne House (below) at the Brooks School in North Andover.



photo: Douglas Gilbert

Membership news

Advanced to Emeritus

Daniel J. Coolidge FAIA
Member Emeritus
Frederick L. Day FAIA
Member Emeritus
Peter Samaris AIA
Member Emeritus
Bernard P. Spring FAIA
Member Emeritus

Elected to College of Fellows

David Dixon FAIA
David Dixon & Associates
**Douglas Engebretson FAIA
Tessier Associates
Maurice N. Finegold FAIA
Notter Finegold + Alexander

Joan E. Goody FAIA
Goody, Clancy & Associates
Andrea P. Leers FAIA
Leers, Weinzapfel Associates
Henry S. Reeder, Jr. FAIA
Architectural Resources Cambridge
John P. Sheehy FAIA
TAC/The Architects Collaborative

New AIA Members

Chan Wook Byun AIA
Cambridge Seven Associates
Henry Tien-Pei Chao AIA
Payette Associates
Janet Eve Josselyn AIA
Gadsby & Hannah
Janice Miller AIA
Earl R. Flansburgh + Associates

Dianne Charyk Norris AIA
Cambridge Seven Associates
Milan Pavlinic
Tobishima Design
William Michael Pearce AIA
Hezekiah Pratt and Associates

Returning AIA Members

Herbert Kronish AIA
Wentworth Institute of Technology
Daniel L. Ocasio AIA
Urban Access
St. John Smith AIA
Sunset Street Associates
Kyu Sung Woo AIA
Woo & Williams

New Associate Member

**Reid McManis

Leaving Boston

Robert L. Scagliotti AIA
(to Maine)

New Corporate Affiliates

Andrew Chartwell & Company
Emily Business Systems
Mannington Mills, Inc.
McLaughlin Upholstering Company

New Affiliate Members

Individuals
Mary Ann Daley
James A. Falconer
Andrea Marquit
Margaret J. Nowak
Katherine Preston
Katherine Rieske, SAA
Sarah B. Stone
Yosef Wosk

New Student Affiliates

Boston Architectural Center
Kathryn Crockett
Andrea F. Keyser

Wentworth Institute of Technology
Kathleen Boyd
Frank S. Le

To join your friends and colleagues on this list, call the BSA at 617-951-1433. Call the same number for information on out-of-state subscriptions to this newsletter, gift memberships, support groups, AIA Documents, etc.

** Western Mass. Chapter

Opportunities

Competitions/Awards/Grants — Nara (Japan) Convention Hall Competition: ¥17 million in prizes; 5/31 reg. deadline; Competition, Urban Improvement Dept., Nara Municipal Office, 7-40 Sanjo-Miyamacho, Nara City, Nara Prefecture 630, Japan; tel. 81-742-36-0360; fax 81-742-35-4725. . . **Halabja Chemical Holocaust Memorial:** 8/15 entry deadline; Halabja Chemical Holocaust Memorial Foundation, P.O.B. 875-6369, Teheran, Iran; tel. 98-21-896-029; fax 98-21-897-836; telex. 21-59-92-WIHQ-IR. . . "The University and the City" **university buildings design competition:** 5/30 application deadline; Ecole d'Architecture de Paris-Conflans, Rue du Seminaire de Conflans, 94 220 Charenton le Pont, France; tel. 33-143-68-00-55; fax. 33-148-93-05-08. . . **"Another Glass House"** International Competition: ¥1.5 million in prizes; 9/9 entry deadline; Shinkenchiu **Residential Design Competition** 1991, Shinkenchiu-sha Co.; 31-2 Yushima 2-chome Bunkyo-ku, Tokyo 113, Japan. . . 1991 Central Glass International Competition ("East Meets West" **ideas competition**); ¥2 million in prizes; 7/22 entry deadline; Shinkenchiu-sha Co., Dept. of the Central Glass Competition; 31-2 Yushima 2-chome, Bunkyo-ku; Tokyo 113 Japan. . . **Interfaith Forum on Religion, Art and Architecture** Design Awards Program; 7/10 reg. deadline; (Richard Bergmann FAIA at 202-387-8333) . . . Architecture in Perspective VI annual juried exhibit of **architectural renderings**; 6/7 entry deadline; 617-846-4766 or 212-362-5524 (Tom Schaller) . . . NEA **Presidential Design Awards**; 6/24 entry deadline; 202-682-5437 (NEA) . . . **Landscape Architecture** Magazine Competition; 7/7 entry deadline; 202-686-2752 (Bill Thompson) . . . BL **Industrial Design** Competition on "The Basement"; 5/17 reg. deadline; **International Division, Center for Better Living**, 1-6-19 Akasaka Minato-ku, Tokyo 107 Japan; 011-81-3-3586-4901/fax: 011-81-3-3582-2013 . . . Santa Clarita (California) **Civic Center Design Competition**; 1st-stage submission deadline is 5/17; \$10K 1st prize; 805-259-2489. . . AISC **Steel Bridge Competition**; 5/24 entry deadline; 312-670-5432 . . . Fifth Annual **Waterfront Center Annual Awards** (for completed waterfront project and waterfront plans); 5/17 deadline; 202-337-0356/fax 202-625-1654 . . . "Art in Public" international competition featuring **Klinker Tiles**; Sire, 12060 Roreto di Charsco, Cuneo, Italy; Tel. 011-39-172-494471. . . **Interior Design International Awards**; deadlines unknown (judging scheduled for 2/92); **ID Exhibitions**, Audit House, Field End Road, Eastcote, Middlesex HA4 9LT, England; 011-44-81-868-4499 (fax 011-44-81-866-8363). . . AIA **Institute Scholars** Program grants; 202-626-7300 (Joe Bilello) . . . NEA design project grants & individual grants/fellowships (up to \$20K) for designers; multiple deadlines; 202-682-5437. . . For up-to-date **details on design competitions**, consider subscribing to "Deadlines," 17 W. Hawley Rd., Hawley MA 01339; 413-339-4018 (\$24/yr. for 15 issues). . . **AIA Design Honor Awards**; 202-626-7300 for details. . . **Aga Khan Award**, Program Procedures, 32 chemin des Crets-de-Pregny,

CH-1218 Grand Saconnex, Geneva, Switzerland (\$500K in prizes; rolling deadlines) . . . **Architectural Woodwork Institute Awards** Program (all bldg. types); rolling deadline; 703-671-9100 (Elaine Ball or Elaine Ferri). . . AIAS **student competitions**: programs & deadlines vary; 202-626-7472 (AIAS). . . **Fulbright Grants** for architects and urban planners; 202-939-5401 or 202-686-7866 . . . The **MacDowell Colony** Residency; 100 High St., Peterborough NH 03058; 603-2924-3886 or 212-966-4860 for applications & deadlines. . . For details on the \$15,000 American Architectural Foundation Richard Morris Hunt Fellowship and numerous AIA-related **fellowships and scholarships** for minorities/disadvantaged individuals, professional degree candidates, health facilities design, research, and other purposes, call 202-626-7300. . . SEG D 1991 Design Competition (**environmental graphic design** projects); 5/17 entry deadline; 617-577-8225 (Tina Lang-Stuart).

Workshops/Conferences — Monthly BSA-sponsored **workshops for building industry professionals** and public courses on design for laypeople; see pp. 2-5 in this issue. . . IBD forum on "Leaders Look at Tomorrow"; 5/16, Boston; 617-876-7241 (Charlene Dennen IBD) or 617-8686-4200 (Jane Zimmerman). . . The **Women's Educational and Industrial Union** Career Services workshops and other services on job hunting and other career issues; 617-536-5657. . . **BAC continuing ed.** program; 617-536-3170 for catalog. . . **GSD** continuing ed. program (mid-June through August); 617-495-4315 for catalog . . . SMPS workshop on "Setting up a Direct-Mail Program"; 5/15, Boston; 617-227-5551. . . Conference on **firesafety design** in the 21st century; 5/8-10; Worcester; 508-831-5328 (Neil Norum) . . . **American Engineering Model Society** Seminar '91; 5/5-8; Dedham; 617-647-5510 (Trip Anderson).

Exhibits/Lectures/Tours — The Architects Building exhibit program and other BSA lectures and exhibits; see pp. 1-3. . . Silver Anniversary Celebration for **South End Historical Society**; 5/18; 617-536-4445. . . Tour of **Early Christian Churches** in Northeast Italy; 5/24-6/3; Cathedral of the Holy Cross, 75 Union Park St., Boston 02118. . . Newton Historical Society's **Spring House Tour**; 5/18; 617-552-7228. . . The Boston GreenSpace Alliance day-trip to **Great Island**; 5/30; 617-523-8386. . . 1991 American Tour de Sol, the **Solar and Electric Car Championship**/New England; 5/20-24; 413-774-6051. . . Tour de Sol **EarthFair**; 5/24-26; Plymouth; 617-489-4890. . . "The Four Shapes of Boston," a slide lecture on **Boston's architectural history** available to rent (with speaker); 617-367-2345. . . **MIT lectures & seminars**; 617-253-5470 for details. . . **GSD** exhibits (American Architecture of the 1950s, 5/6-5/24; Commencement Show, 5/27-mid-Aug.); 617-495-4247. . . **GSD summer professional development courses**; 617-495-4315. . . **BAC** exhibits; 617-536-3170 . . . **Wentworth lectures and seminars**; 617-442-9010. . . **Art &**

Architecture Tours of the BPL; 617-536-5400x212. . . **Boston By Foot** Tour of the Month: Ashmont Hill; 5/19 & 5/26; developers' tours & architectural history lectures, 5/8 & 5/22; 617-367-2345. . . SPNEA **Historic Houses in New England** Events program; through 10/23; 617-227-3956.

Other Opportunities — For its regular cameo section called "Designs on Boston," the *Boston Business Journal* is seeking b&w **photos of buildings in Boston** by BSA members; send your photos to Lori Hough, "Designs on Boston", BBJ, 451 D Street, Boston 02210. . . Maine's Farnsworth Art Museum is inviting **architects** in New England to donate original birdhouses (and related work such as sketches, rendering, birdfeeder, birdbaths) for sale in a benefit auction for the Museum in July; 207-596-6457 (Carol Holman); 6/10 entry deadline. . . *s/f Magazine* is seeking color photos from **AIA members** of interiors in New England. The shots are used to accompany various regular sections of the magazine. For details, call 617-924-5100. . . See also a wide variety of paid & volunteer opportunities in the "Classified" listing inserted in this issue.

The ChapterLetter

The BSA ChapterLetter is published on the first of each month (except for occasional combined issues) by the Boston Society of Architects, 52 Broad St., Boston 02109-4301. The ChapterLetter is a service provided to AIA members in Massachusetts, the public, and everyone else with a sense of humor or an interest in 20th-century America. (For out-of-state subscription information, call 617-951-1433/fax: 617-951-0845.) The BSA is a non-profit, membership service organization and has been an advocate of architectural excellence and public awareness of architecture since 1867.



Letters to the editor, suggestions, criticism, encouragement and manifestations of the light touch are welcome. Typed, double-spaced material intended for publication must reach the BSA by the deadline dates listed on page 1; appropriate submissions are edited and published as space, temperament and prejudices permit.

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President	Richard Bertman FAIA
Vice-President	M. David Lee AIA
Treasurer	Anthony Platt AIA
Secretary	Larry Bluestone AIA

Editor/Executive Director
Richard Fitzgerald

Letters

We are about to celebrate our first anniversary in Boston and the first anniversary of our relationship with the Boston architectural community through the BSA. It has been an extraordinary year and I would like to thank the Boston architectural community for welcoming us into the professional community and working so closely with us to shape the kinds of services design firms are seeking.

Although we are perceived primarily as the BSA-related *project* placement service, we are in fact a much broader source of assistance. As most design firms probably know, we fill part-time, temporary and permanent staff openings; we do all of the resume reviewing, portfolio reviewing, interviewing, and provide whatever other assistance and advice principals, human resources professionals, and senior staff need.

This kind of service was new to Boston a year ago and the design community has clearly found it of value. As we continue to refine our services and develop new services design firms identify as necessary, we look forward to working with you as we all fight through this difficult economy.

Thank you, Boston; it is a pleasure to work with you.

*David McFadden, CEO
Consulting For Architects,
The Architects Building*

I think you should consider an "alternate careers" column in the ChapterLetter. Nothing so banal as suggestions to go into facilities management or roofing sales, but fun stuff. This thought comes from the revelation on NPR this morning that Arthur Murray studied architecture and worked for an architect until his boss told him he'd only give him a raise if he promised to give up dancing. Other notables who studied architecture include the actors Jimmy Stewart and Parker Stevenson, and Lisa Halaby, currently doing time as Queen Noor of Jordan. You can invite reader contributions via fax.

*Anonymous Reader
Padjen Architects, Topsfield*

Ed. Note: And we do invite such contributions. Please begin faxing now.

Recently the Satellite News Network reported that a professor at the University of Connecticut suggested to his/her students that, with the recession hitting in the east, the place to go for jobs is the west and southwest. My experience indicates that this is not true, at least when it comes to a move to New Mexico. Since the oil and gas slump, New Mexico has been in a slow economy and the prospect does not look too bright at this time. Our economy is based on tourism and extractive industries. Fifty percent or more of the land in this state is federally owned, which means the tax base is low, which means state and municipal government spending is low.

When I receive letters and telephone calls from folks in the east, namely Boston, Connecticut, Philadelphia, New York, etc., and I tell them I do not have jobs available nor have there been any for a while, they think I am lying. Living out here is very appealing... we understand that.

The University of New Mexico, located here in Albuquerque, has a school of architecture and graduates many job-seekers each spring. I have to send them out of state for work.

Please, don't pack your furniture, your dogs and cats, and family and come here... there hasn't been an ad in the local newspaper for an architect in many months.

*Sema Wynne
Executive Director
Albuquerque Chapter/AIA*

Boston's sister city in Australia is Melbourne and Melbourne is the site for the Royal Australian Institute of Architects 1992 Convention. The theme for the conference includes international design and exchange with professionals from Melbourne's sister cities. As part of this program, the Royal Australian Institute of Architects specifically invites the members of the Boston Society of Architects to join the Convention in March of 1992. Special reductions in convention and travel costs are being arranged, as well as special programs for Boston architects.

As part of the sister city theme, the Royal Australian Institute is organizing a world tour of all Melbourne's sister cities focusing on architecture and exchange of ideas with fellow professionals. Delegates will be able to join a touring party which will travel to Osaka, Greece, and Leningrad. Boston will be one of the stops on the tour. Delegates are invited to attend either all or part of the three-week tour, which has been scheduled after the March convention in Melbourne.

As an enticement to foreign architects, the RAIA is organizing a three-week tour of New Zealand and Australia just prior to the convention from March 7 to 11.

This will be a very special opportunity for those who can participate. If you are interested in all or part of the program, you may contact me at CBT (617-262-4354). I am coordinating the Boston portion of the project. You may also contact the RAIA directly through the Secretariat, Royal Australian Institute of Architects, 30 Have Crescent, South Melbourne, Victoria 3205 Australia, Attn: Charles Nelson.

Those interested in helping to host the international contingent as it comes through Boston next year are urged to call me as well. Melbourne is a wonderful city and the occasion of 1992 national architectural conventions in both Boston and Melbourne creates a special

opportunity to strengthen links with the Land Down Under.

*Steve Cecil AIA
CBT, Boston*

I'd like to mention to my colleagues that the BSA-related placement service, Consulting For Architects (CFA), has proven invaluable to Domenech Hicks and Krockmalnic Inc. in two ways: when called upon to provide temporary personnel for design and production assistance, with virtually no notice, Stephen Dill AIA (CFA/Boston's Director) supplied us with highly qualified individuals who were able to "come up to speed" instantly.

Additionally, I found CFA to be an excellent source for full-time staffing because we have retained some of the CFA "temporaries" for permanent employment. CFA has proved to be an excellent resource.

*Arnold M. Krockmalnic AIA, ASID
Domenech Hicks and Krockmalnic*

It's no exaggeration to say that [Massachusetts architects] are among the AIA's most valued resources. That's why I'm extending this special invitation to you and other acknowledged leaders of the profession to join us in Washington DC for the annual convention [this month].

The most important reason for you to be there is simple: you are an indispensable [element] of the leadership of the AIA. This year, it's more critical than ever that you make your voice heard, as an example to other members, and to help influence the direction of the Institute...

Beyond AIA business, you'll find this year's gathering monumentally stimulating. The design/product expo has more to offer than ever; exclusive tours of the city's treasure trove of architecture will take you behind the scenes where few visitors have ever explored; featured speakers Charles Correa, Andres Duany, Joseph Esherick, Rod Hackney, Amory Lovins, Charles Moore, and [1991 Pritzker Prize winner] Robert Venturi are sure to take you in other exciting directions; and chances are you'll find the professional development seminars and programs invaluable as well.

Of course, the AIA National Convention is also your best opportunity to trade ideas with other national and international leaders in the field.

As an added incentive, we've extended the One + One Registration offer. For every AIA member paying full registration to the 1991 AIA National Convention, a second member from the same firm can attend for just half the registration fee. In other words, we're doing our best to give you and your colleagues every reason to attend. If you need an additional copy of the registration package or additional information about the convention, call the AIA Convention Department at 202-626-7395.

... and more Letters

I look forward to seeing you in Washington!

*C. James Lawler FAIA
President, American Institute of Architects*

In reading the [January/February issues of the] ChapterLetter, I perused the article on Idaho or Hawaii, and chuckled. The information you received may be a bit old . . . I recently returned from Hawaii in September, where I interviewed for five jobs in various firms out there, and spent a week talking with some of the natives. . .

While in Boston this past week I stopped by and read over the [responses to] the survey that was conducted with special interest in Hawaii. . . My experience showed me that they are not doing any better than the rest of the country. There are a few firms that have some big projects, both under construction, and in the working drawing phase. They have started to lay off, and there appears to be a work force already in place. . . Waikiki seems already over-developed, with two buildings sporting auction banners. According to one real-estate developer I met, there is already a glut of condos. And one firm I interviewed with was planning on designing a 200-unit development. According to this developer that would flood the market for the next four years.

There are not a lot of people who can afford to live out there. The cost of living is comparable to downtown Boston, yes, but everything else is practically out of reach of the common person . . . Don't get me wrong, I'm still pursuing that avenue, but not as diligently as I was in September. I could starve on 30,000 a year here with a house, or starve on 30,000 a year out there without a place to live.

I do understand that the Pacific Rim may become the next world hot spot for development as the money starts flowing out of Hong Kong and the Japanese keep investing in the region. It's got a heck of a lot more potential than Massachusetts.

I would also like to commend the writer [Robert Kramer FAIA] in last month's issue for asking the ChapterLetter to tell things like they really are. I've gone from a six-person firm down to myself. . . Central Massachusetts is way down, and I am literally starving. I've looked for work throughout the States and send out, on average, six resumes a week, with little or no success. I'm told I'm over-qualified and have been phased out with the advent of the CAD system. Even though I've got an accumulation of almost 20 years of experience and successfully ran my own small firm for six years. . . I would like to thank the BSA for its informational package. And their concern for the profession in our region. And I wish everyone luck in these trying times.

*Craig M. Lyman AIA
Fiskdale MA*

In today's competitive economy, marketing has become increasingly important. I am writing to make our colleagues aware of a relatively new marketing service that, I believe, gives a firm a competitive edge in the public sector. *The Commonwealth Report* is a digest of the proceedings of the DCPO and EOCD designer selection boards. The Report provides firms with much-needed feedback about the State's designer-selection process for a fraction of the cost of obtaining that information on their own. The reports are produced by Virginia Quinn, an experienced A/E marketer with considerable knowledge of the nuances of the public decision-making process.

[My firm] has been a subscriber since the inception of the service and the information we have received has arrived quickly and is done professionally. Even if we do not make the final round, we found out why and can then incorporate this information into our next submissions to these agencies making many improvements. . . If the pursuit of state design commissions is part of a firm's marketing plan, I urge them to call Virginia Quinn at Commonwealth Affiliates (617-536-1065) and find out more about this informative and valuable marketing tool.

*John Catlin AIA
Boston*

Ed. note: The March issue of the ChapterLetter also carried a report on this new service.

In the December issue of the BSA ChapterLetter, you announced that the BSA Outreach Committee and the Boston Carpenters Union have developed "a unique and unprecedented partnership" to allow architects and apprentice architects "to gain practical experience with the tools and techniques that make designs a reality." More power to them - but this type of partnership is neither unique nor unprecedented. Indeed, as many BSA members know, the International Masonry Institute (IMI) has sponsored an annual Masonry Camp at which several New England architects, including BSA members from leading Boston firms, have joined other architects throughout the United States and Canada to receive hands-on craft training in brick, concrete masonry, ceramic tile, mosaics, plaster, stone, terrazzo, and masonry preservation techniques with union masonry craftsmen. The goal of our annual, week-long Masonry Camp and your carpentry workshops is the same: to bring architects and craftsmen into a closer understanding.

IMI based this instructional program on the long-held beliefs of a distinguished BSA member, Benjamin Thompson FAIA, who expressed this notion of interdisciplinary training when his firm was awarded the Louis Sullivan Award in 1987. . . We acknowledge, applaud, and support this most recent effort between craftsman and designers. . .

*Robert Rhault
International Masonry Institute*

Architects demonstrate commitment to each other in many ways

"It is particularly heartening for me," BSA President Richard Bertman FAIA recently noted, "to see the countless small and not-so-small ways that our colleagues continue to demonstrate their commitment to the profession, their colleagues, and their association." Bertman noted with special interest the work in recent months by the BSA's Sole Practitioners Committee to enhance significantly the marketing options for small firms and sole practitioners. The group's primary focus over the past six months has been creating an architectural presence in New England's three major public home shows. As a result, the Sole Practitioners Committee created and administered BSA exhibit booths and architectural seminars for the public at the Fall 1990 and two Spring 1991 home shows in Boston. Total attendance at these three shows was reportedly between 600,00 and 800,000 people.

The dozens of architects who participated in these seminars and exhibits were able to reach a significant number of prospective clients, particularly homeowners and others considering renovations and rehabs. "These efforts have been extremely useful beginnings," remarked Sole Practitioners committee member Joe Luna AIA, "and they will become extraordinarily valuable as people become accustomed to seeing us there year after year." Bertman noted that Luna and his colleagues on the Committee, which is co-chaired by Paul Minor AIA and Russ Tremaine AIA, have not only found a unique way to promote use of architectural services but also, just by their presence at these public shows, elevate public awareness of the value of architecture and architects.

For more details on the Sole Practitioners Committee, call Minor at 508-369-8448.

**"Build Boston" booth
sales information
800-447-7112**

Want to be a king-maker?

The BSA's Nominating Committee has assembled a slate of candidates to run this year for positions on the BSA Board of Directors and on special elected committees. The ballot sent to all members in the Fall will include the Nominating Committee

slate and also will include the names of members nominated by petition, specifically, the BSA By-Laws state, nominations "made in writing over the signatures of not fewer than seven assigned members in good standing." Nominations by petition

must reach the BSA by July 1, 1991, in order to be printed on the ballot. For details on the petition procedure and a copy of the Nominating Committee slate, call the BSA's Acting Inspector of Elections and Hod-Carrier at 617-951-1433.

May

- 1**
Build Boston workshop proposal deadline; panic calls accepted at 617-951-1433

*Membership Cte, 12:30 pm

1992 Cte, 4:30 pm

Architecture Senior Editor Michael Crosbie at the BSA
- 2**
Task Force to End Homelessness, 8 am, Payette Associates, 40 Isabella St., Boston

Exhibits Cte, 8:30 am
- 3**
Executive Cte, 8 am

Housing Cte, 8:30 am
- 6**
Art & Architecture Cte, 8 am
- 7**
BSA Finance Cte, 8 am

1992 Fund-Raising Cte, 5 pm
- 8**
*New England Regional Council Board Meeting, 11 am
- 8**
*Interior Architecture Cte, 12:30 pm, CBT, 306 Dartmouth St., Boston (call 951-1433 by 5/7 to reserve lunch)

*Computers in Architecture Cte, noon

*BSA Board Meeting, noon

Regional Design Cte, 6 pm, 5 Doublet Hill Road, Weston
- 9**
Historic Resources Cte, 8 am
- 10**
Energy Cte, 8 am

*Sole Practitioners Cte, noon
- 12**
A.R.E. Mock Exam (see p. 3)

Mom
- 13**
Healthcare Facilities Cte, 5:15 pm (guest: Steve Spinetto on the Americans with Disabilities Act)

BSA Workshop on Professional Service Agreements (see p. 2)

- 14**
Urban Design Cte, 8 am, CityDesign, 334 Boylston St., Boston

Communications & Marketing Cte, 8:30 am, Graham/Meus, 224 Clarendon St., Boston

Boston Foundation for Architecture reception (see p. 3)

Women in Architecture Cte, 6 pm
- 15**
*Professional Practice Cte, noon

BSA Lecture on Benjamin Thompson & Associates (see p. 1)

DataCAD Users Group, 6 pm, HMFH Architects, 130 Bishop Allen Dr., Cambridge
- 16**
Legislative Affairs Cte, 8 am (guest: Sen. James Jajuga on consolidation of codes agencies; see Bricks)

The Breakfast Club with Steve Cecil AIA (see p. 4)

*Small Firms Lunch Group, noon

Rotch Scholars Exhibit Opening (see p. 5)
- 18**
A.R.E. Mock Exam (see p. 3)

Gropius is 108

20
BSA Workshop on the New Building Code (see p. 2)

North Shore Architects Lunch Group, 12:15 pm, The Grog, Newburyport

Young Architects Cte, 6 pm
- 21**
Design Cte, 8 am

*EOCD Liaison Cte, noon

1992 Fund-Raising Cte, 5 pm

"Points of View" with Scheme Z's Jack Wofford (see p. 2)

AutoCAD Users Group, 6:30 pm (Tom Morrissey, 617-262-2760)
- 22**
Recycle Museum Cte, 4 pm

Macintosh Users Group, 5:30 pm (Michael Hicks AIA, 617-267-6408)

- 23**
BSA Workshop on Recession Marketing (see p. 2)

"Conversations" with Antonio DiMambro AIA (see p. 2)
- 24**
BSA Workshop on Professional Liability Case Studies (see p. 2)

*Codes Cte, noon
- 28**
BSA Workshop on Joint Ventures (see p. 2)

*Architectural Technology Cte, noon

Architects for Social Responsibility, 6 pm
- 29**
BSA Workshop on Career Pride (see p. 2)
- 30**
BSA Workshop on Presentation Skills (see p. 2)

A Special Conversation with P/A Housing Competition Entrants (see p. 3)
- 31**
BSA Workshop on Politics & Architects (see p. 2)
- 3**
Art & Architecture Cte, 8 am

BSA Third Annual Golf Tournament (see p. 2)
- 4**
MCAIA Board Meeting, 4 pm

1992 Fund-Raising Cte, 5 pm
- 5**
*Membership Cte, 12:30 pm

1992 Program Cte, 4:30 pm
- 6**
Task Force to End Homelessness, 8 am (see 5/2 entry)

Exhibits Cte, 8:30 am
- 7**
Executive Cte, 8 am

Housing Cte, 8:30 am

***Lunch meetings**
Call 617-951-1433 or 800-662-1235 by 9:30 am on the day of the meeting to reserve lunch.

Committee meetings
are in most cases open to all members and other readers; for information, call the BSA at 617-951-1433.

All meetings are in The Architects Building unless otherwise noted